

## Message Text

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ORIGIN NEA-10

INFO OCT-01 ISO-00 COME-00 EB-08 AID-05 CIAE-00 FRB-03  
INR-10 NSAE-00 ICA-11 TRSE-00 XMB-02 OPIC-03  
SP-02 LAB-04 SIL-01 OMB-01 L-03 SS-15 DODE-00  
SCS-06 CA-01 /086 R

DRAFTED BY NEA/IRN:MJOHNSON:AMP  
APPROVED BY NEA/IRN - MYLES L. GREENE  
COM/CAGNE:JLILL (SUBS)

-----003853 060005Z /70

P 052217Z APR 78  
FM SECSTATE WASHDC  
TO AMEMBASSY TEHRAN PRIORITY

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E.O. 11652: N/A

TAGS: ELTN, BDIS, EINV, IR

SUBJECT: GENERAL MOTORS

REFS: TEHRAN 3238 AND 2994

1. PLOT THICKENS. GM HAS RECEIVED REPLY TO ITS APPOINTMENT REQUEST THROUGH AMBASSADOR ZAHEDI WHICH STATES THAT APPOINTMENT WITH SHAH WOULD BE POSSIBLE BUT WOULD FIRST REQUIRE QUOTE COMMITMENT UNQUOTE FROM GENERAL MOTORS TO MANUFACTURE RATHER THAN ASSEMBLE AUTOMOBILES IN IRAN.

2. GM HAS DRAFTED REPLY TO ZAHEDI INDICATING COMPANY SUPPORTS CONCEPT OF LOCAL MANUFACTURING AND WOULD BE PREPARED TO CONVERT QUOTE ASSEMBLY PLANT UNQUOTE AND QUOTE ENGINE ASSEMBLY UNQUOTE TO MANUFACTURING. LETTER ALSO INDICATES THAT ESTES WOULD BE WILLING TO DISCUSS  
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QUOTE ACCELERATED UNQUOTE GM OPERATION IN IRAN WITH THE SHAH BUT NOTES THAT SUCH A PROGRAM WOULD BE GREATER THAN ECONOMIC/BUSINESS SITUATION WOULD WARRANT.

3. LATTER ITEM IS GM'S WAY OF POINTING OUT TO IRANIANS THAT LOCAL MARKET DOES NOT SUPPORT THE FREQUENCY OF STYLE AND MODEL CHANGES THEY SEEM TO DESIRE. GM, WHICH HAS BEEN

FULLY BRIEFED ON TEHRAN REFTELS, VIEWS ITS RESPONSE AS  
WILLINGNESS TO NEGOTIATE IF GOI SO DESIRES. VANCE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** AUTOMOTIVE INDUSTRY, DISPUTES, FOREIGN INVESTMENTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 05 apr 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978STATE087712  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** MJOHNSON:AMP  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780147-0888  
**Format:** TEL  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t19780489/aaaacxgr.tel  
**Line Count:** 64  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** eff2edb5-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN NEA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 TEHRAN 3238  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 05 may 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3062444  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** GENERAL MOTORS  
**TAGS:** ELTN, BDIS, EINV, IR, GENERAL MOTORS  
**To:** TEHRAN  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/eff2edb5-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014